

Fig. 1

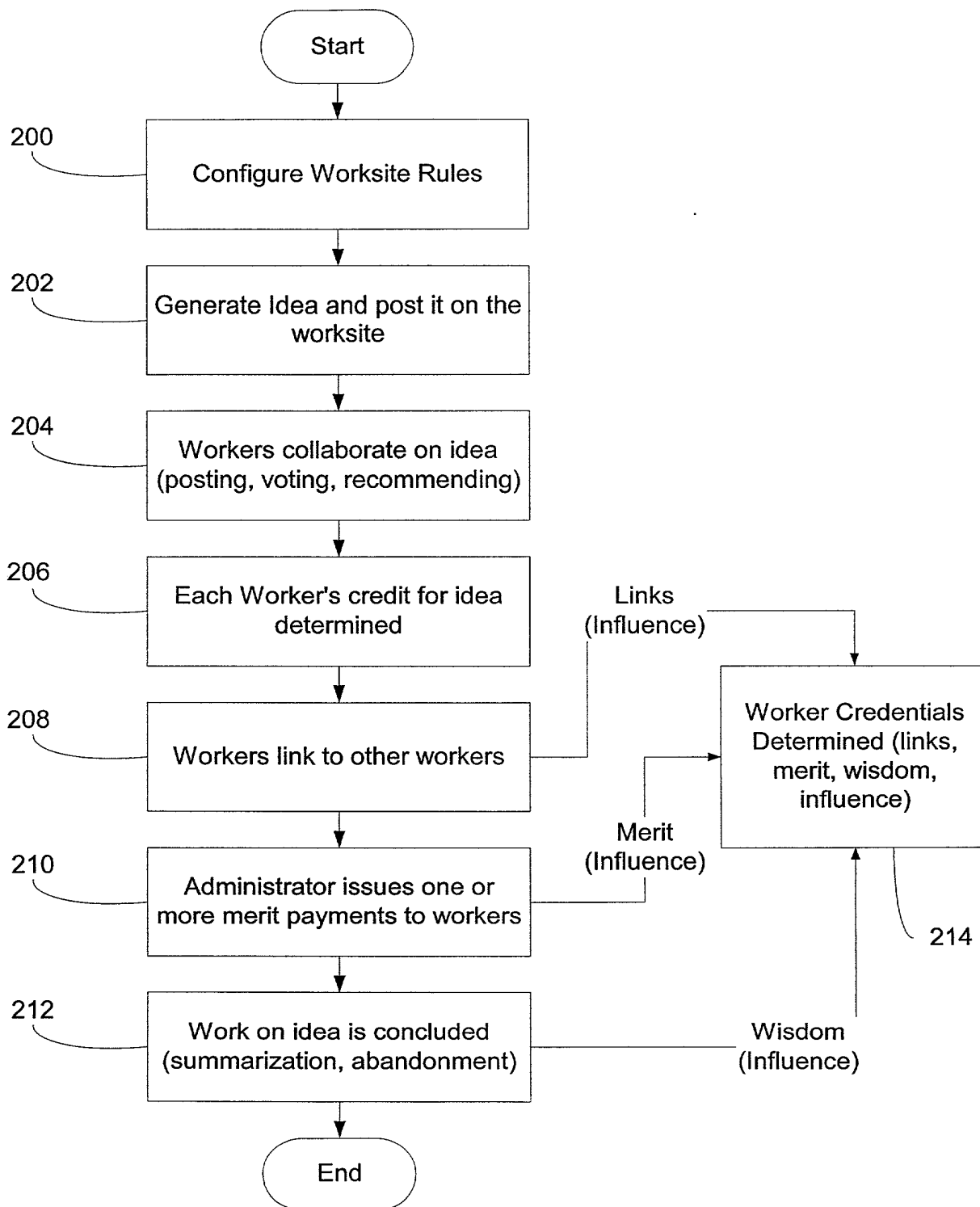


Fig. 2

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[Worksite.asp](#)

[Cameron, welcome back.](#)
[Log Out](#)

[MY DESK](#)
[WORKSITE](#)
[IDEAS](#)
[TASKS](#)
[WORKERS](#)

## Worksite

View performance statistics for this worksite, the worksite rules that have been set by the administrator, and recent announcements from the administrator.

### GP Employees and Premier Partners

#### Worksite Statistics

Registered Workers:	27
Open Ideas:	8
Abandoned Ideas:	0
Summarized Ideas:	0
Total Merit paid:	3000

#### Worksite Rules

Value of 1 Merit point:	\$1.00
Merit coefficient:	0.1
Links coefficient:	1
Wisdom coefficient:	10
Influence-weighted voting:	No
Influence-weighted recommendation:	No
Allocation of Merit Payoffs to posting:	50%
Allocation of Merit Payoffs to voting:	50%
Minimum Influence for voting:	Level 0
Minimum Influence for posting:	Level 0
Minimum Influence for creating new Idea:	Level 0

#### Announcement: !

**RULE CHANGE:** Effective Monday, we will turn on Influence-weighted voting for the first time, since people have had a few weeks to establish their credentials. This means that the more you've accomplished in CompanyWay, the more your vote matters on decisions we're making.

[Read all announcements](#)

FIG. 3

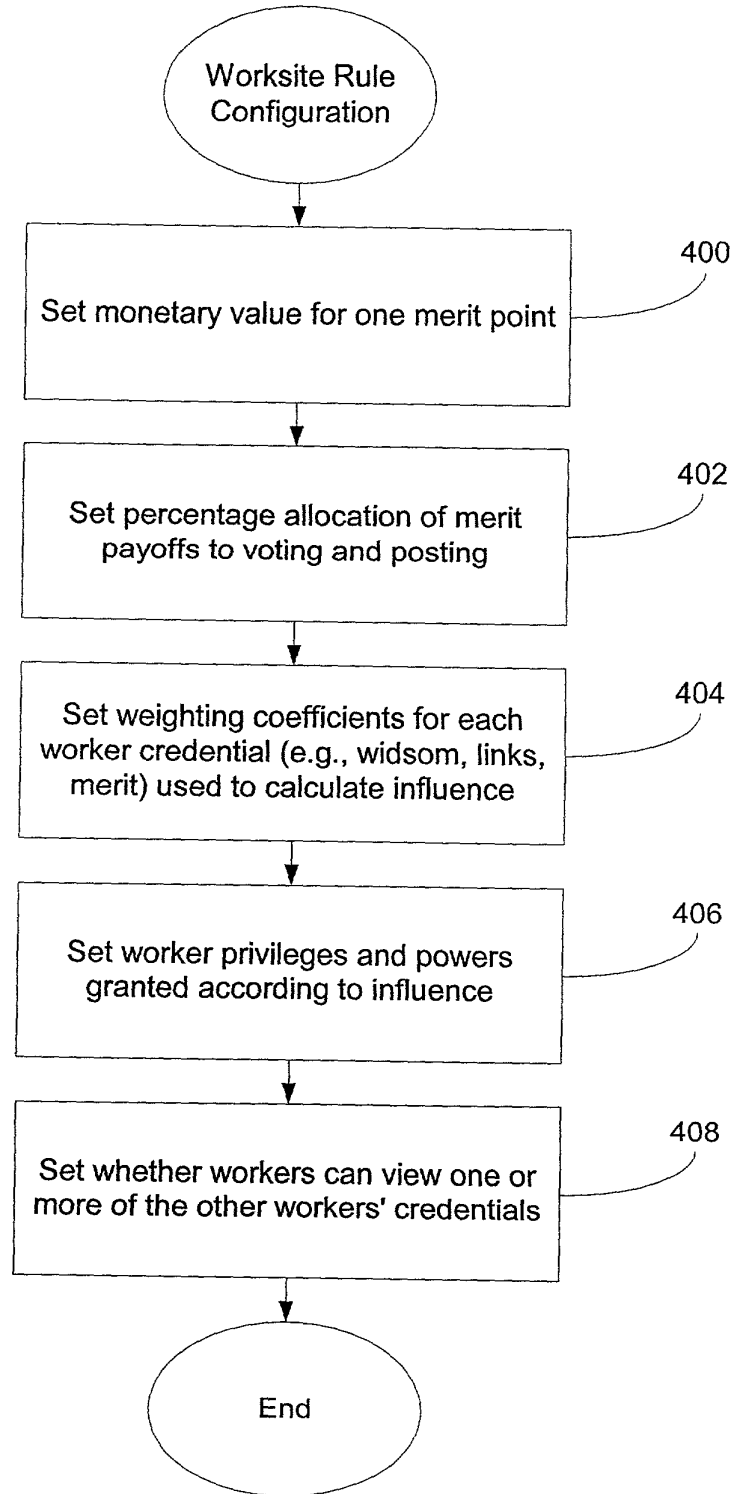


Fig. 4



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Cameron, welcome back. Log Out

pmmessage

WORKERS

TASKS

IDEAS

WORKSITE

MY DESK

Ideas >> 62

View the discussion of an idea. To contribute to the discussion, click on the heading of the post that interests you. You can post, vote on other workers' posts, and recommend an overall outcome for this idea.

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Smart package technology

Root Opportunity | Post Credit = 40.63 % | Votes = 6

Elizabeth A. submitted Tuesday, May 12, 12:15:27 PM

YOUR VOTE  
+3 +2 +1 0 -1

YOUR CREDIT 7%  
IDEA STATUS Open

Everyone has by now heard about the **Smart Package** technology we're looking into. Here's how it works. Small chips are attached to retail consumer product packaging. When a consumer picks up, say, a tube of toothpaste, a signal is sent to the store shelf, which contains printed circuit boards. (If the consumer puts it back on the shelf, that's recorded too). All transactions are sent to an in-store computer and then batch uploaded to our data center every hour.

The per-unit cost of goods of such a system aren't quite where we want it to be, yet, but with **Moore's Law** being what it is, we should get there within three years. Now's the time to start some field tests, so that we're ready to roll Smart Packages out broadly by 2004.

SUBMIT

View idea details

What should happen to this idea?  
☐ Summarize it  
☐ Abandon it  
☐ No conclusion yet

☐ Subscribe by Email - You will receive new posts to this discussion by email.

View: Full Thread Filter: 0% Reload Save these settings

Sort By: Thread

Retailers are missing 10-20% of sales because of inventory management problems

Post Credit = 21.88 % | Votes = 4

Sandra U. submitted Wednesday, 10:51:07 PM

Manufacturers and retailers both expend a lot of effort trying to get the right products to the right place at the right time. However, according to our own analysis, even the retailers who do the best job managing their inventory lose about 11% of sales because an item is not on the shelf when a consumer goes to look for it. I've attached a pivot table that shows the magnitude of the problem for each of our North

70

YOUR VOTE  
+3 +2 +1 0 -1

FIG. 6A

7/20

The per-unit cost of goods of such a system aren't quite where we want it to be, yet, but with Moore's Law being what it is, we should get there within three years. Now's the time to start some field tests, so that we're ready to roll Smart Packages out broadly by 2004.

62 cont.

☐ **Subscribe by Email** - You will receive new posts to this discussion by email.

**View:**

**Sort By:**

**Filter:**

☒ **Save these settings**

**Retailers are missing 10-20% of sales because of inventory management problems**

| Post Credit = 21.88 % | Votes = 4

Sandra U. submitted Wednesday, May 09, 2001 10:51:07 PM

Manufacturers and retailers both expend a lot of effort trying to get the right products to the right place at the right time. However, according to our own analysis, even the retailers who do the best job managing their inventory lose about 1% of sales because an item is not on the shelf when a consumer goes to look for it. I've attached a pivot table that shows the magnitude of the problem for each of our North America retailers.

**Attachment:** [Retailer Inventory Mgmt.xls](#)

**The problem is even worse on the weekends!**

Facts | Post Credit = 3.13 % | Votes = 4

Anonymous Poster submitted Wednesday, May 09, 2001 10:56:14 PM

Yes, and this problem is even worse on the weekends, when shoppers are emptying store shelves and the delivery trucks aren't arriving with fresh supplies.

**Potato chips are the only chips we're ever gonna see on retail shelves**

Challenges | Post Credit = 0.00 % | Votes = 3

Lupe Z. submitted Thursday, May 10, 2001 11:01:08 AM

Guys, this just isn't going to work. It's not even worth trying! It's just another solution looking for a problem...from those propeller heads in the Supply Chain group. I've been working with retail for 30 years now, and I should know, nobody's going to swallow this program.

**We have a retailer in Atlanta who wants to pilot this technology**

FIG. 6B

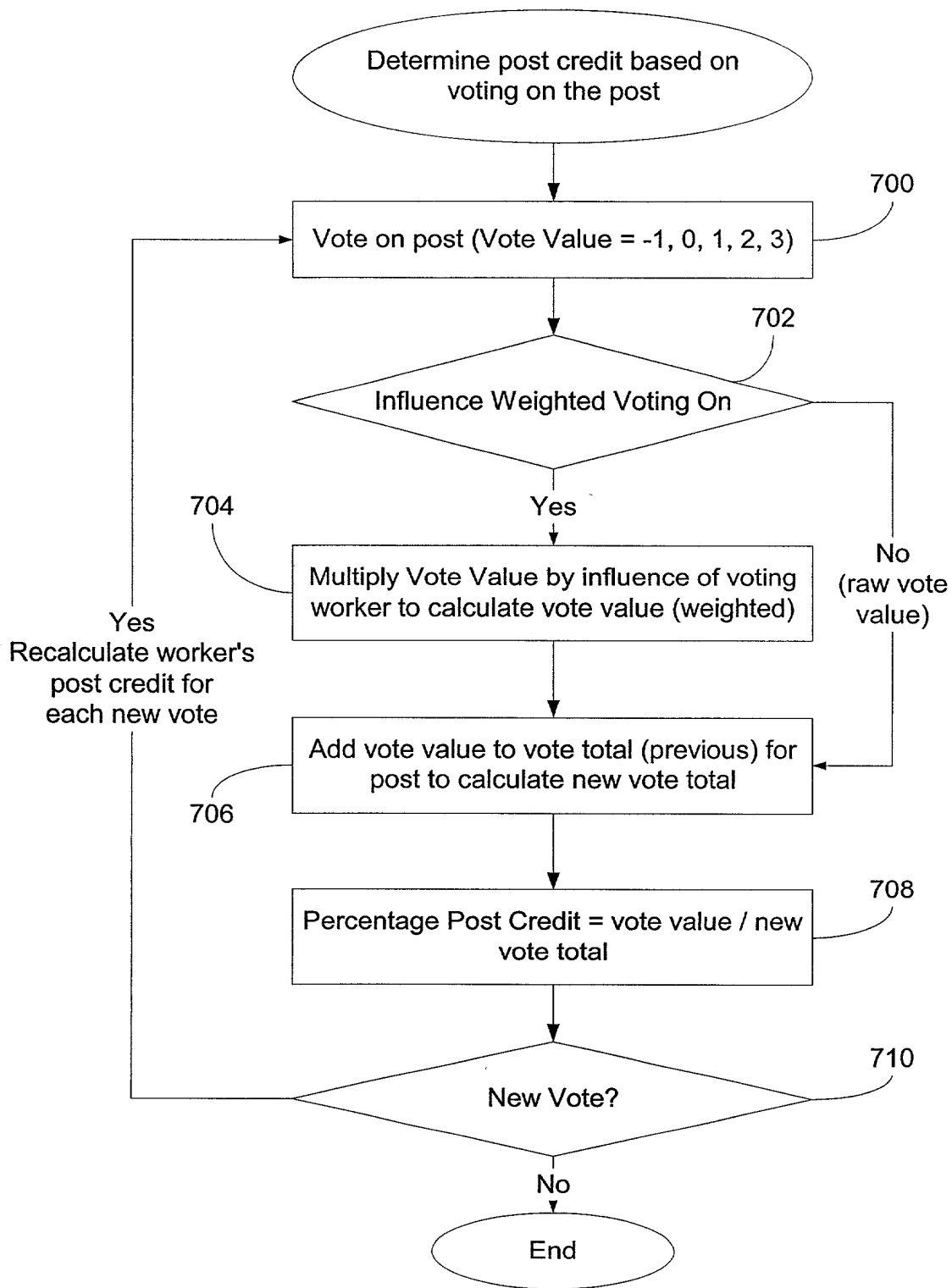


Fig. 7



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72 74 76

Cameron, welcome back. Log Out

MY DESK WORKSITE IDEAS TASKS WORKERS

Ideas >>

Smart package technology

72

Smart Package technology could cut our inventory in half

Benefits | Post Credit = 29.41 % | Votes = 4

As you know, we're carrying \$2.5 billion in inventory at any given time, with a 60 day turnover. With more accurate, real-time forecasting, we could cut the turnover time in half, freeing up \$1.25 billion in additional capital for the company. This is very strong support of our "Lean and Mean 2002" global supply chain initiative.

Natasha Y. submitted Thursday, 11:15:49 AM

Post

Choose one of the following types of contributions:

- ☒ Benefit - Describe the material positive outcome of the previous post.
- ☐ Challenge - Cite potential problems raised by the previous post.
- ☐ Opportunity - Suggest additional possibilities related to the previous post.
- ☐ Fact - Add a relevant fact to support or refute the previous post.
- ☐ Correction - Point out an error and offer a correction to the previous post.
- ☐ None - Post does not fit any of the above categories.

Subject:

Message:

Vote

How would you value what Natasha Y. said?

- ☐ High +3
- ☐ Medium +2
- ☐ Low +1
- ☐ None 0
- ☐ Negative -1

VOTE

Network

☒ Link to Natasha Y.

Internet

FIG. 8A

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## Post

Choose one of the following types of contributions:

- ☒ **Benefit** - Describe the material positive outcome of the previous post.
- ☒ **Challenge** - Cite potential problems raised by the previous post.
- ☒ **Opportunity** - Suggest additional possibilities related to the previous post.
- ☒ **Fact** - Add a relevant fact to support or refute the previous post.
- ☒ **Correction** - Point out an error and offer a correction to the previous post.
- ☐ **None** - Post does not fit any of the above categories.

### Subject:

It currently takes four days to collect barcode scanner data

### Message:

Today, we have to wait four days to get data collected from retailers' bar code scanners. That's still way ahead of smaller manufacturers who typically have a 20-30 day delay.

**Attach a file:** Click the Browse button to select the file you want to attach, or type the path to the file in the box below.

Browse...

☐ **Post Anonymously**

**POST**

## Vote

How would you value what Natasha Yellowhair said?

- ☐ **High**
- ☒ **Medium**
- ☐ **Low**
- ☐ **None**
- ☐ **Negative**

**VOTE**

## Network

☒ **Link to Natasha Yellowhair**

If you add certain workers to your network, you can more easily find ideas they're working on. Also, you may increase the influence of those workers, depending on how the rules are set for this website.

**CHANGE**

FIG. 8B

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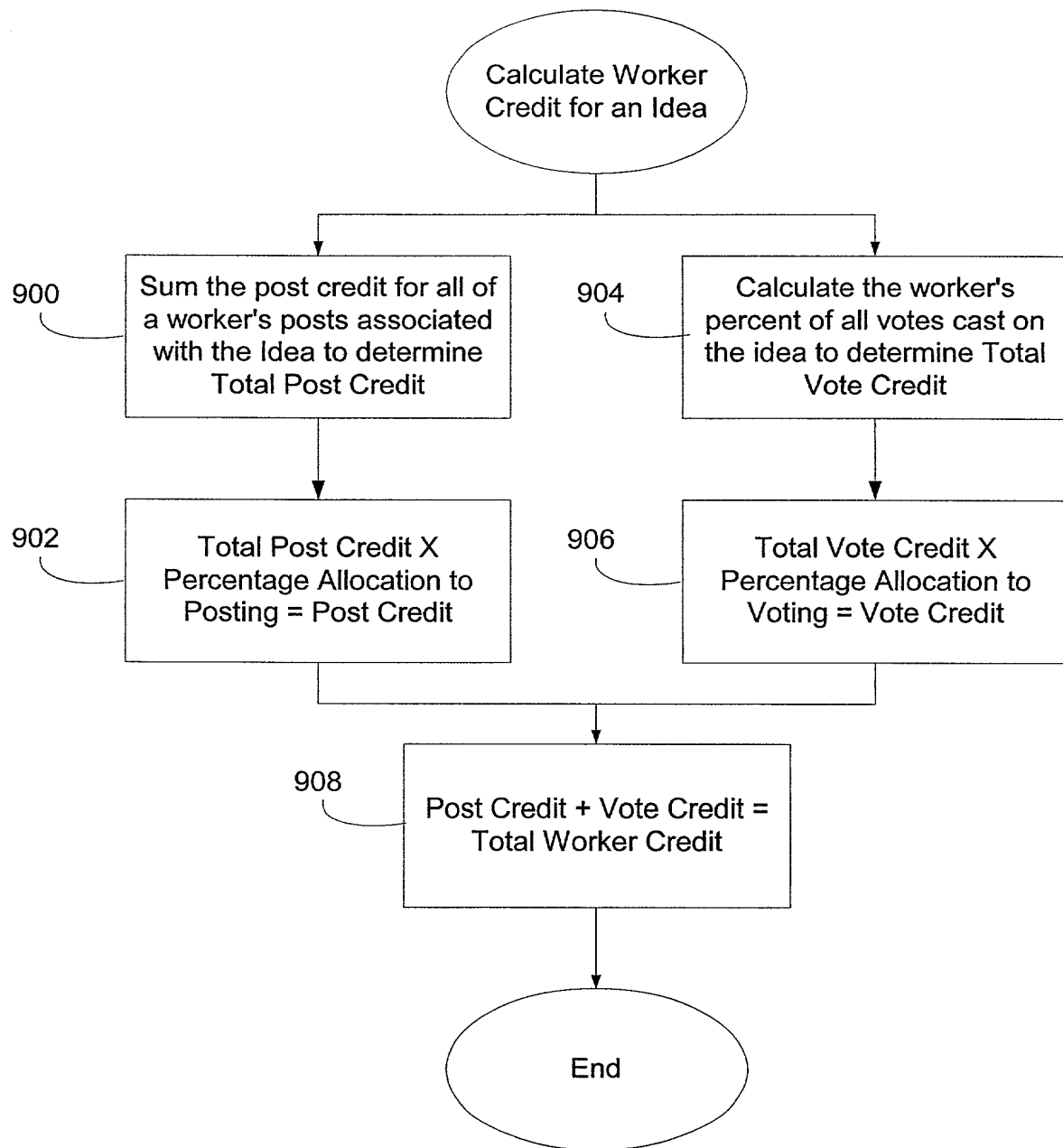


Fig. 9

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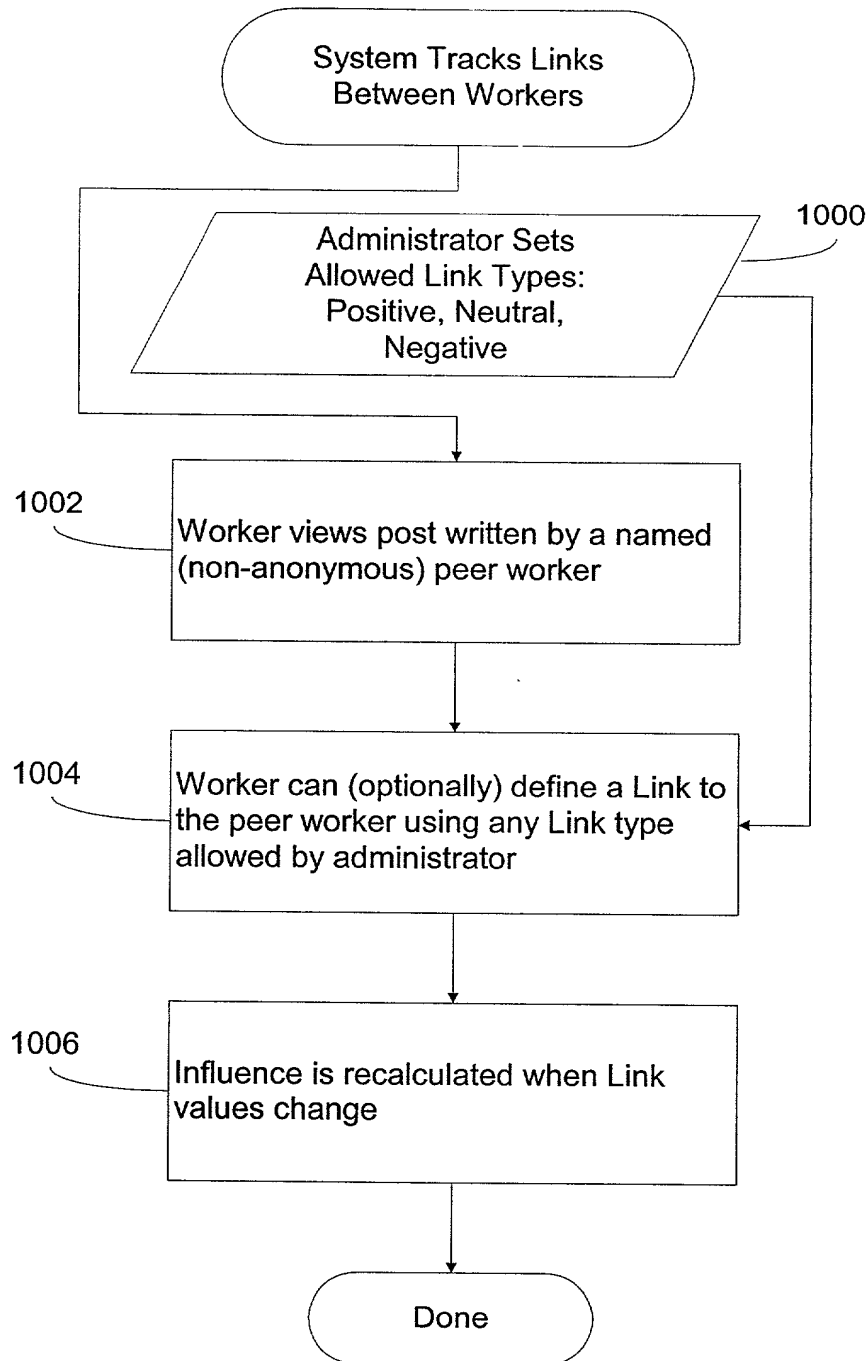


Fig. 10

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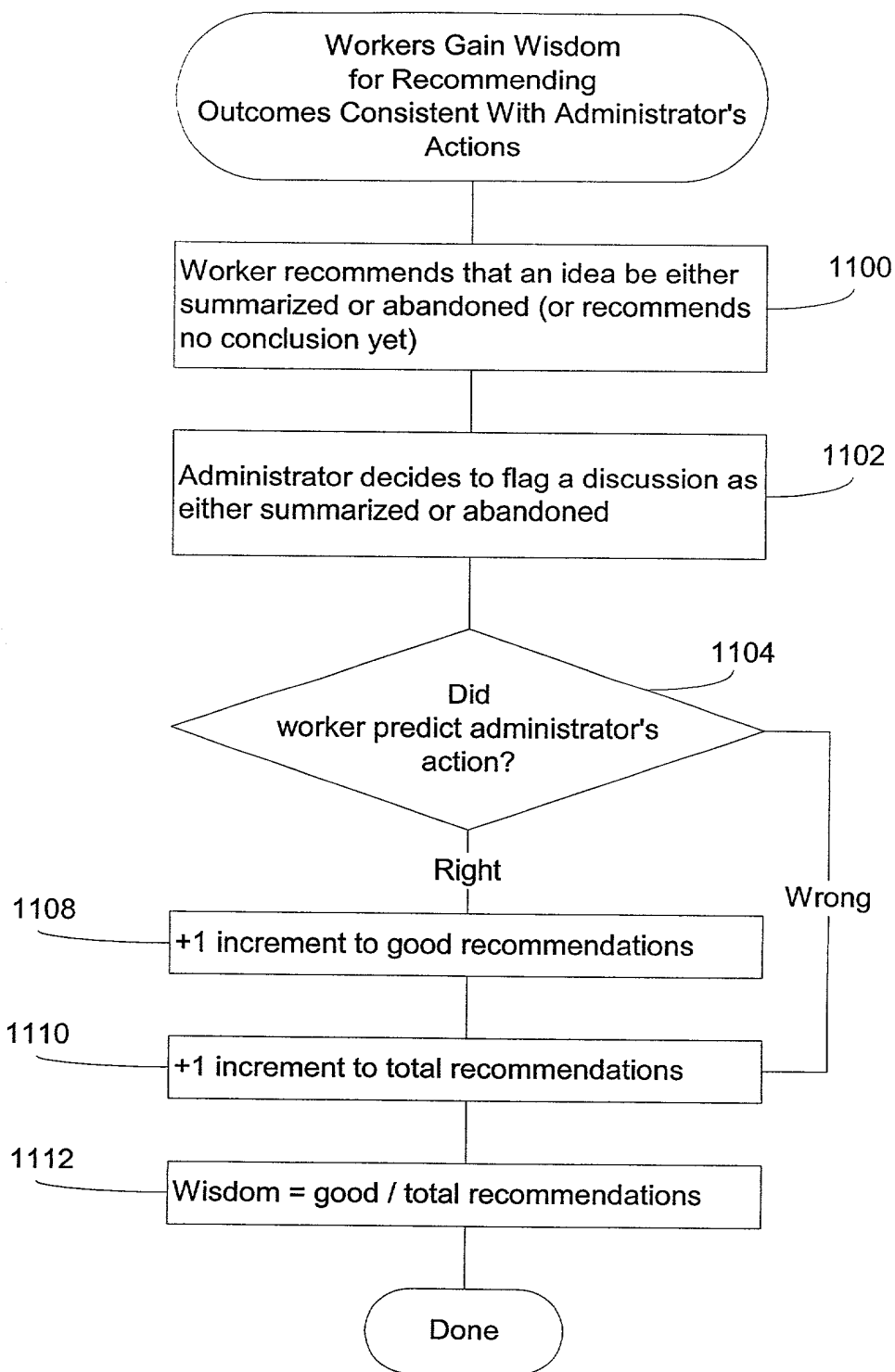


Fig. 11

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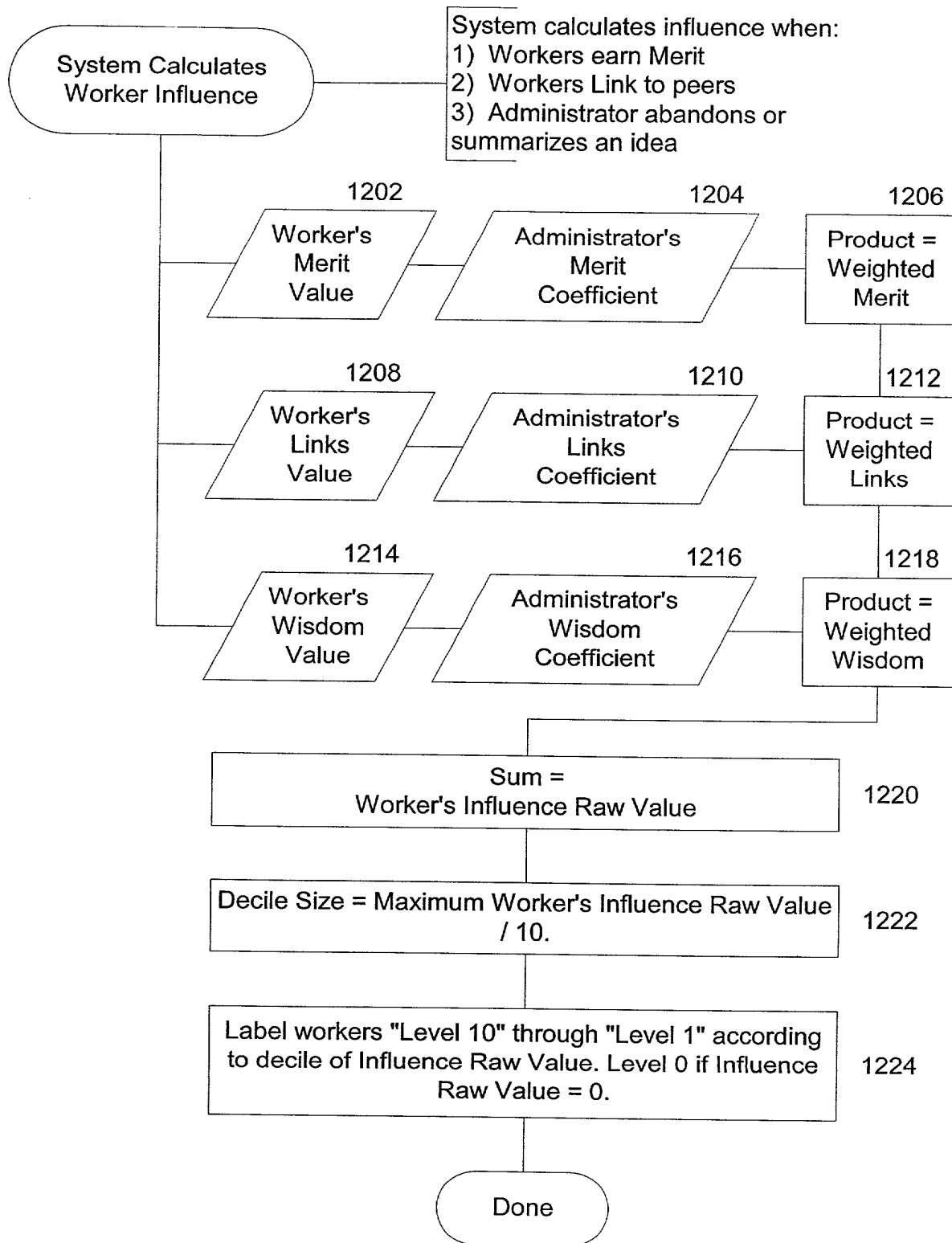


Fig. 12

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Cameron, welcome back. Log Out

WORKERS

TASKS

IDEAS

WORKSITE

MY DESK

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View workers and their credentials. For each worker, Merit shows earnings to date, Links shows peer recruiting capability, Wisdom shows decision performance, and Influence shows organizational capital.

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Sort By: Influence Reload

Displaying workers with Influence of Level 8 and higher

User Name	Full Name	Merit	Links	Wisdom	Influence
CameronW	Cameron W.	250	5.6	0.80	Level 10
LupeZ	Lupe Z.	288.54	4.0	0.21	Level 9
NatashaY	Natasha Y.	201.81	3.1	0.76	Level 8
KevinS	Kevin S.	189.66	3.3	0.86	Level 8
SandraU	Sandra U.	202.17	3.9	0.61	Level 8
TerryQ	Terry Q.	229.28	3.6	0.44	Level 8
YangX	Yang X.	174.24	4.5	0.896	Level 8

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FIG. 13

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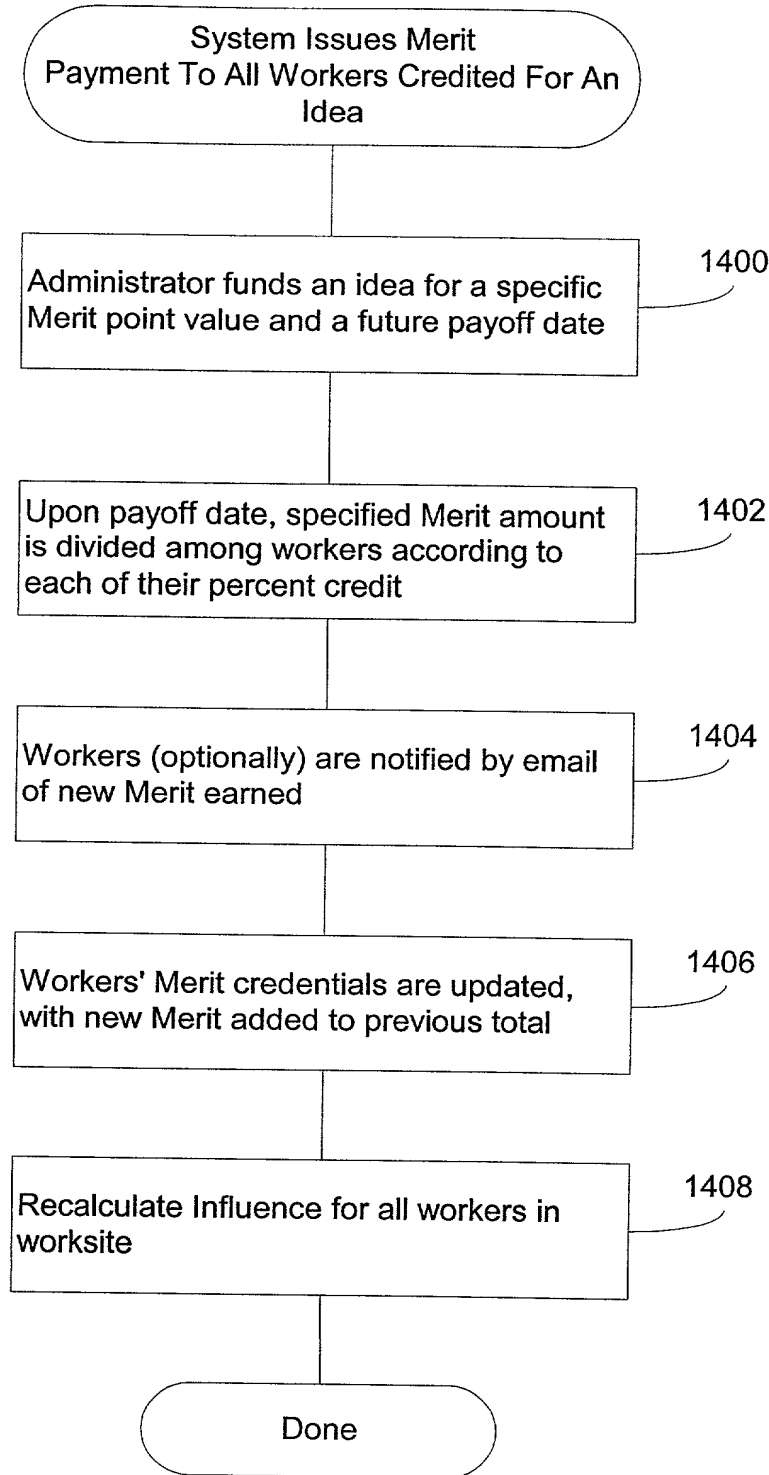


Fig. 14



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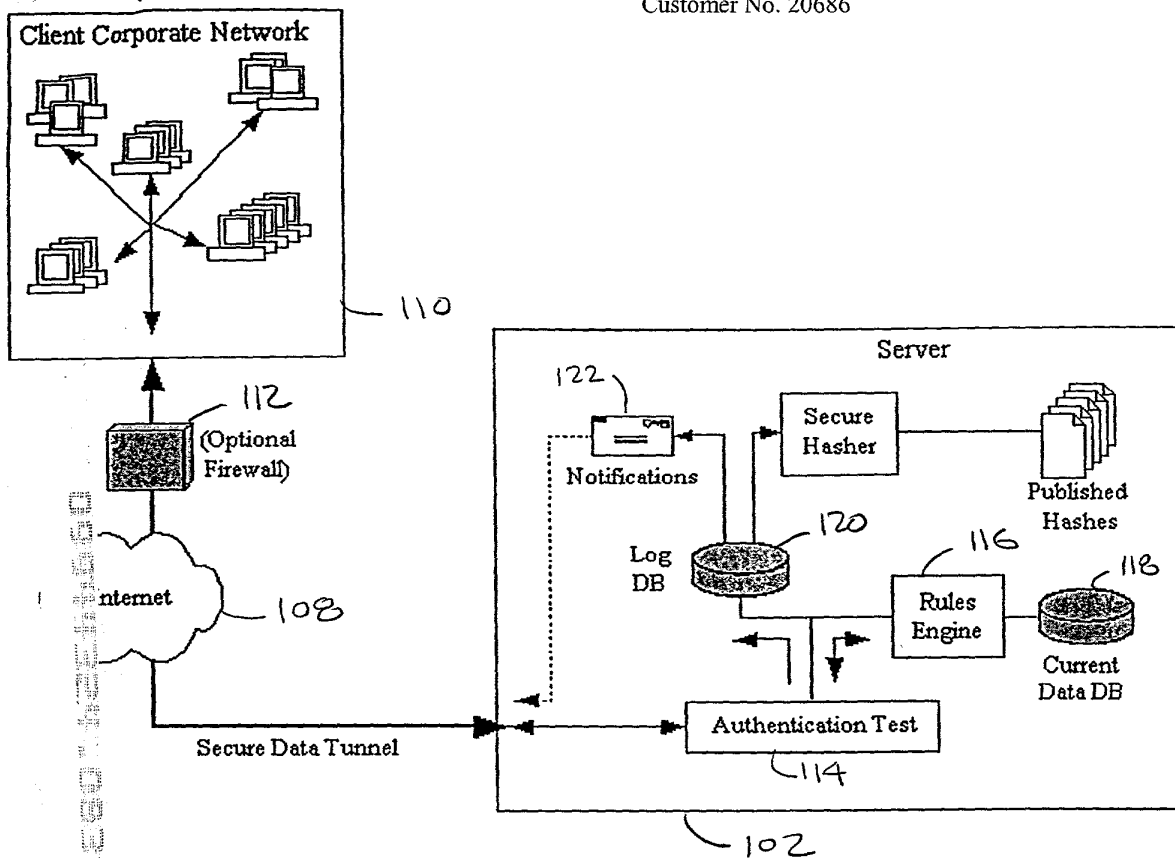


FIG. 15

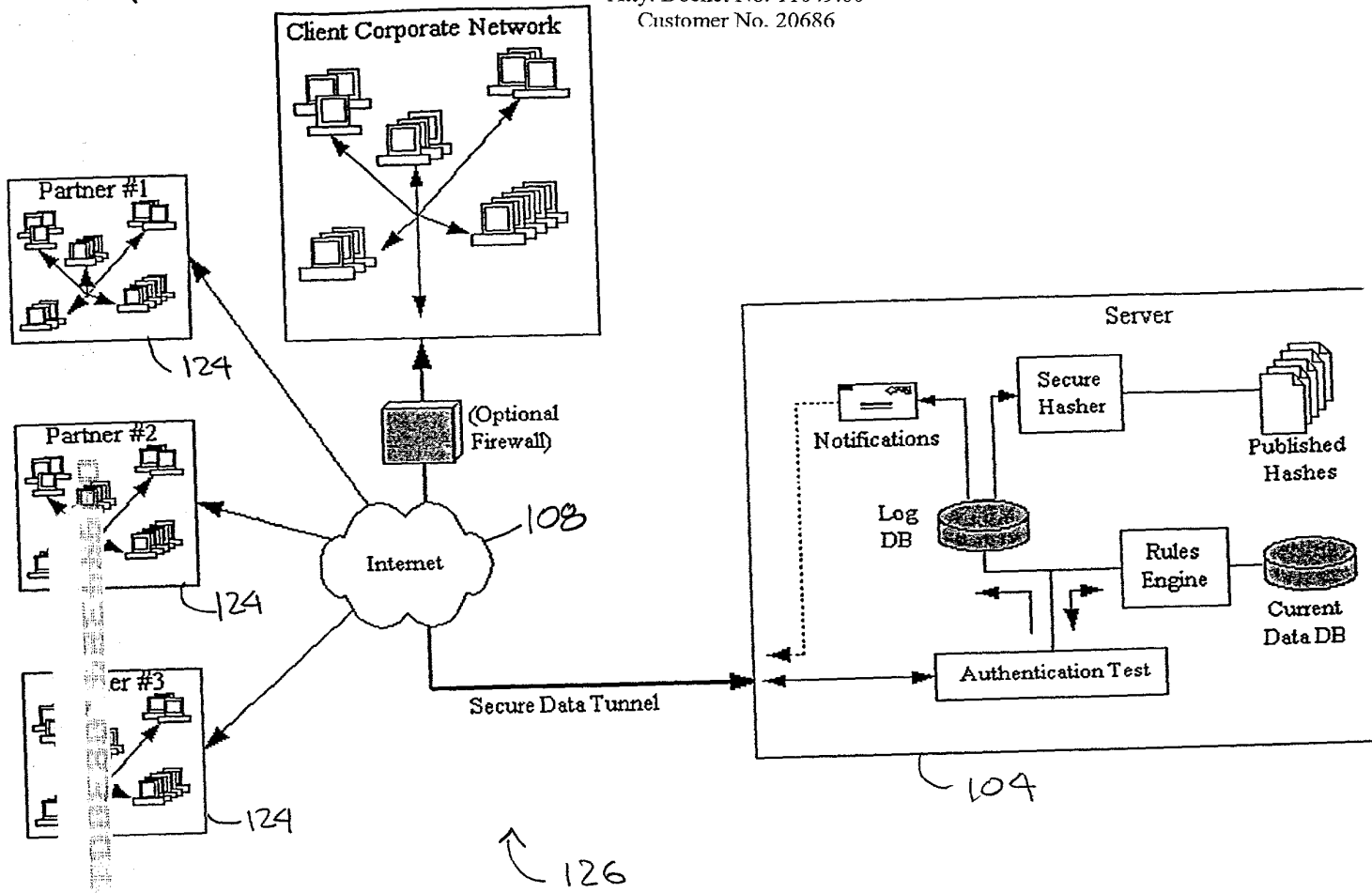


FIG. 16

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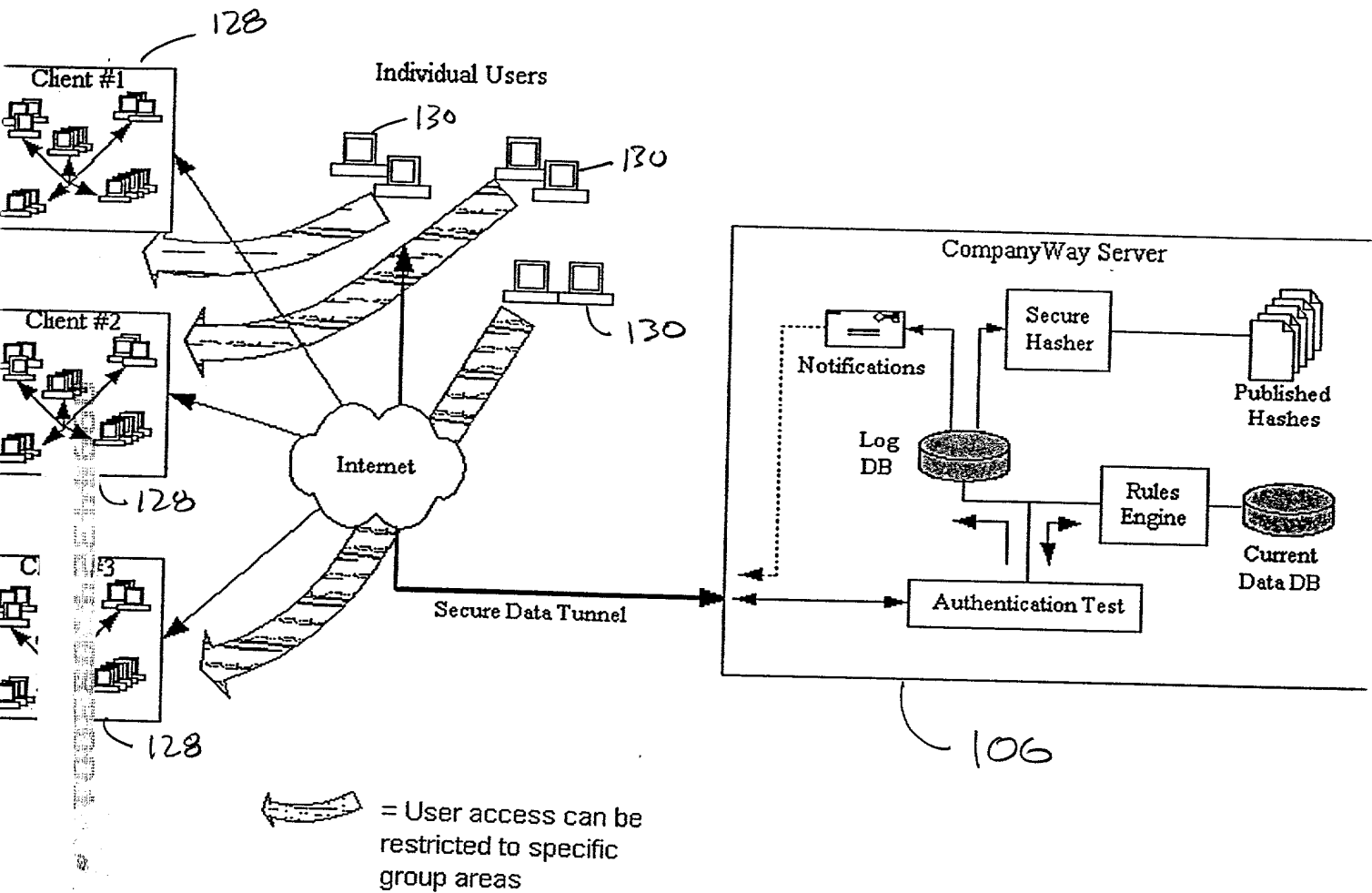


FIG. 17

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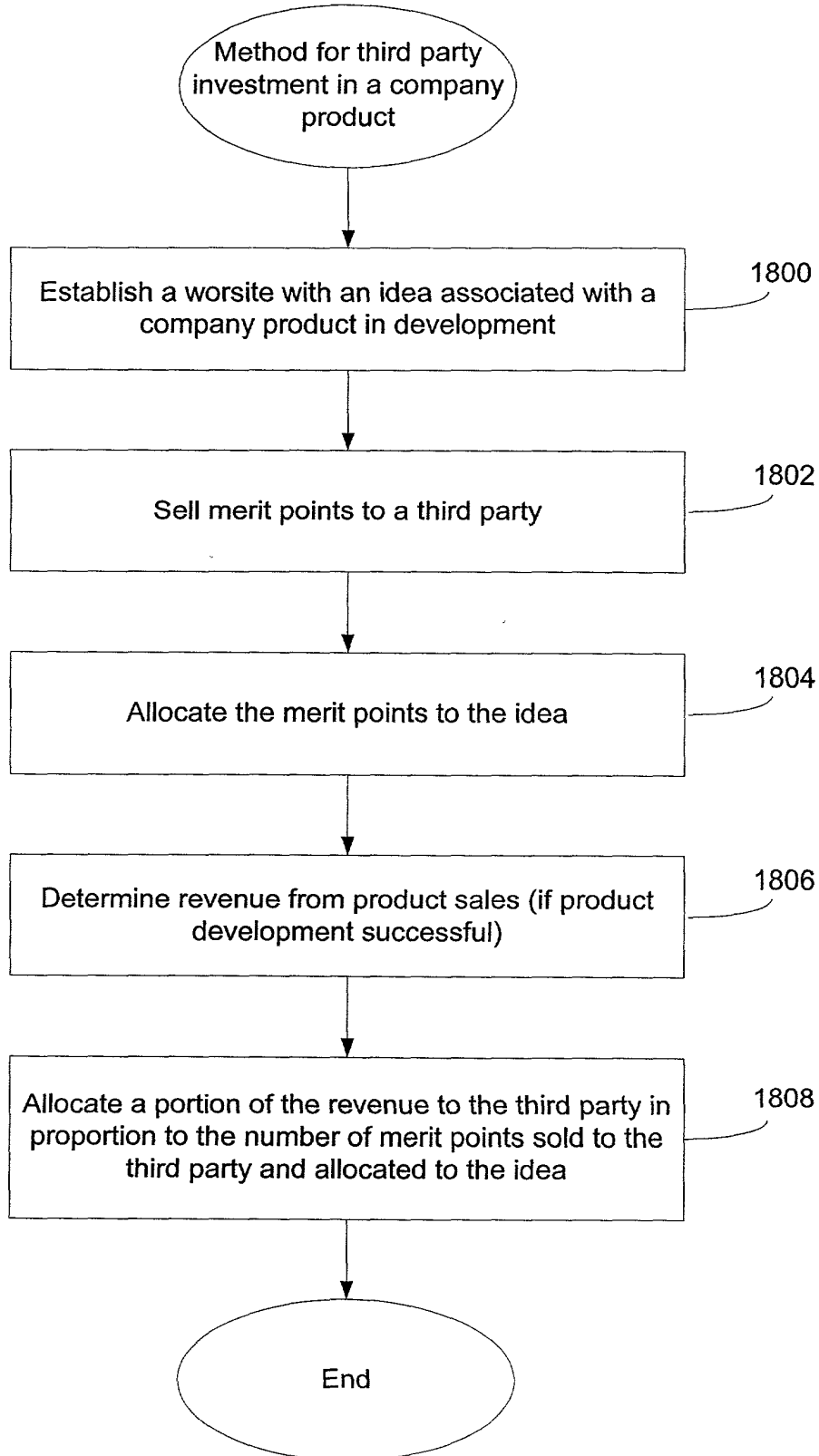


Fig. 18